

# Durgadevi PR

## Senior Business Generation Representative

As a forward-thinking person with 4+ years of sales experience, I'd like to work with maximum potential in a challenging and dynamic environment, facilitating my contribution through thoughts and action to the company's vision and thus achieve self development by playing a significant role in building the organization.

## Contact

### Phone

+91 7902241433

### Email

durgageetharamakrishnsn@gmail.com

### Address

Bangalore, India

## Education

### Nehru Arts & Science college Bharathiyar University

2019

Bcom IT

### Lakshmi Narayana Vidya Niketan CBSE

2016

12th STD - COMMERCE

### Lakshmi Narayana Vidya Niketan CBSE

2014

10th STD

## Work Experience

### PROGRESS

Jun 2023 - Present

#### Business Generation Representative

- Identifying potential prospects with cold-calling, ABM, pre-qualifying the inbound leads & moving into sales funnel.
- Consistently building a good relationship with customers via chat/email/call and taking accountability so as to ensure the overall process, account and support is good.
- Did an extensive research of other Network Monitoring, Load balancing and Cyber security softwares & acquired a sound knowledge about the Product, market, customers and landscape of the industry.
- Wide-exposure to APAC, ANZ, and EMEA clients. Maintained up-to-date knowledge of sales strategies and product updates, competitors and pipeline.
- Ability to research the use case and ability to create a personalized emails, good in technical writing- fetched a good number of meetings with right clients.
- Taking care of daily calls and emails for follow ups and conversation. Training new joiners about the product and process.
- Handling 3 products and all inbound leads and product related calls and sales funnel calls.
- Travelled to USA for Sales Kickoff in 2023 to learn and strategies more on product and strategies.

### TURBOHIRE

Jun 2022 - Apr 2023

#### Growth Associate

- Identifying potential prospects with SME clients by cold-calling, ABM, pre-qualifying them & moving into sales funnel.
- Consistently building a good relationship with customers via chat/email/call and taking accountability so as to ensure the overall process is good.
- Did an extensive research of other ATS/HRMS or real world problems that are associated with ATS in the market & acquired a sound knowledge about the Product, market, customers and landscape of the business.
- Wide-exposure to India, ISPM, APAC, Canadian, SouthAfrica and other international Clients/markets. Maintained up-to-date knowledge of sales strategies and product offerings, leading to a great up-sell revenue.
- Ability to research the use case and ability to create a personalized emails, good in technical writing- fetched a good number of meetings with enterprise & mid-sized companies instantly.
- Approval of free sign ups to the platform and converting them for detailed product demo.
- Taking care of daily calls and emails for follow ups and conversation. Training new joiners about the product and process.
- Actively contributing to setting process for outbound sales

# Language

English

Hindi

Malayalam

Tamil

Kannada

## DEMAND NXT | BLUE MAIL MEDIA

Jun 2021 - May 2022

### Global B2B Sales & Account Manager

- Researching, qualifying and cold calling (inbound & outbound) top level management across Globe covering all industries, negotiate and close deals.
- Developing relationships with existing and new clients to increase portfolio revenues.
- Weekly sales reporting and pipeline forecasting with ongoing CRM management.
- Generating outbound leads through LinkedIn.
- Conducting virtual meetings in order to promote the brand, make new contacts and encourage participation.

## FLYNOTE | CLAYO TECHNOLOGIES PVT.LTD

Dec 2019 - Feb 2021

### Operation Associate

- Researching, qualifying and cold calling (inbound & outbound) top level management across Globe covering all industries, negotiate and close deals.
- Developing relationships with existing and new clients to increase portfolio revenues.
- Weekly sales reporting and pipeline forecasting with ongoing CRM management. Generating outbound leads through LinkedIn.
- Conducting virtual meetings in order to promote the brand, make new contacts and encourage participation.

## CONCENTRIX | LOREX

Jul 2019 - Nov 2019

### Technical Advisor - I

- Providing assistance in developing and implementing program reviews
- Problems range from simple password resets to more complex issues where you will utilize your excellent problem-solving skills.
- Handling international customers (inbound & Outbound)